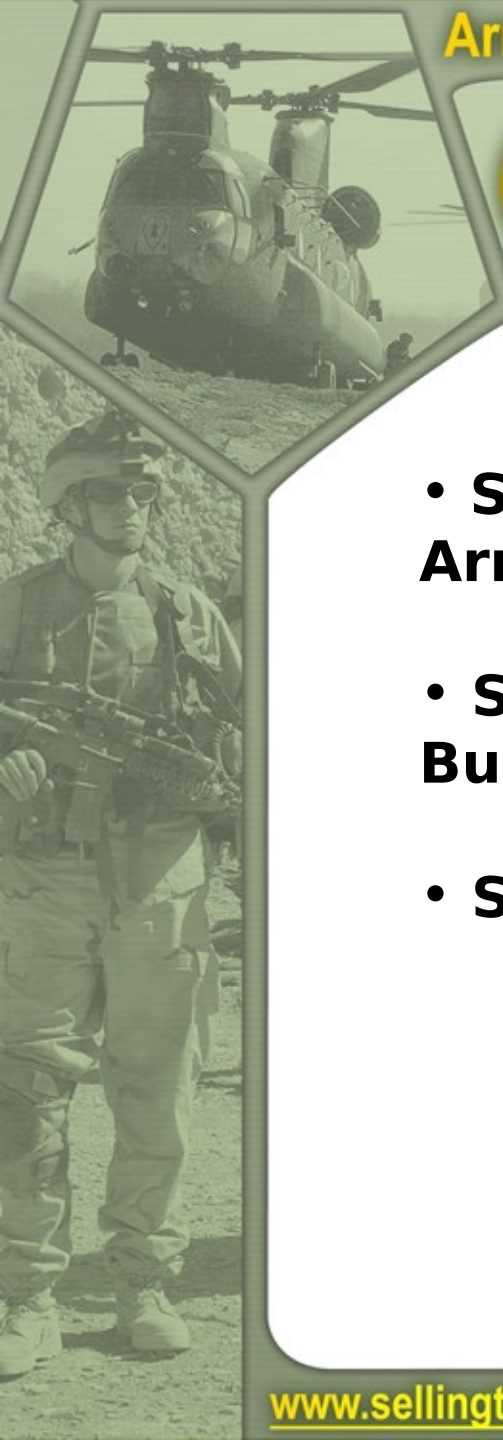
Department of the Army
Small Business Program

"Our Army at War - Relevant & Ready"

ACA Small Business Conference

LTC Jim Blanco
ASSISTANT TO THE DIRECTOR
IRECTOR, OFFICE OF SMALL and DISADVANTAGED BUSINESS UTILIZATION (SADB
OFFICE OF THE SECRETARY OF THE ARMY

SDVOSB MISSION



- Serve as Advisor to the Secretary of the Army
Army Leadership on VO/SDVOSB Related Matte

- Spearhead Innovative Initiatives in Support of
Business Opportunities for VO/SDVOSBs Progra

- Synchronize Resources

Legislation

- P.L. 106-50
  - 3% Goal
- P.L. 108-183
  - Set aside/Sole Source
  - May/Shall
- P.L. 108-375
  - MPP
- EO 13360
  - Strategic Plan
  - Federal Agencies

Army SDVOSB Objectives

- Implement the Regulations
- Train Leadership, Acquisition Community, SDVOSBs
- Increase SDVOSB Base
- Leverage Small Business Programs
- Form Strategic Partnerships to Maximize Resources
- Achieve Results (3%)

Army SDVOSB Stakeholders

- Army Leadership
- Acquisition Workforce
- Federal Agencies
- SDVOSBs

Strategic Plan

Element 1: Leverage Army Resources.

Element 2: Train Army Leadership and Acquisition Community.

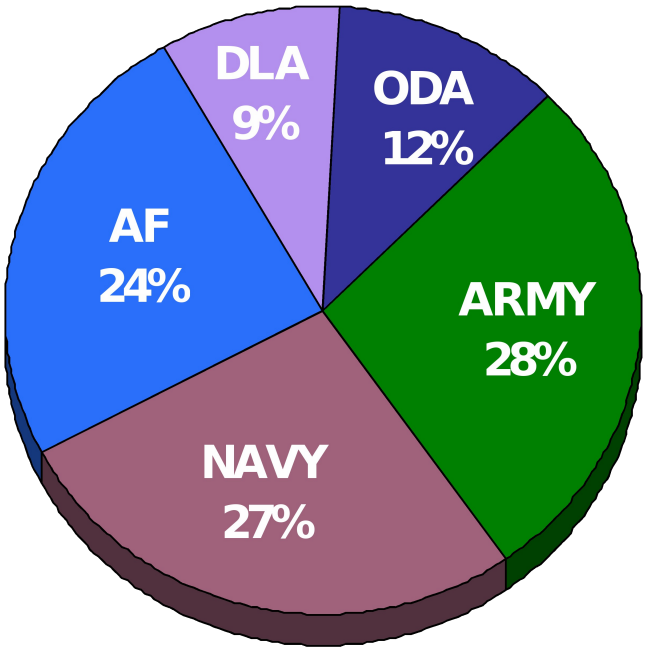
Element 3: Conduct Outreach to Increase VO/SDVOS Base.

Element 4: Form Strategic Partnerships with Federal Agencies.

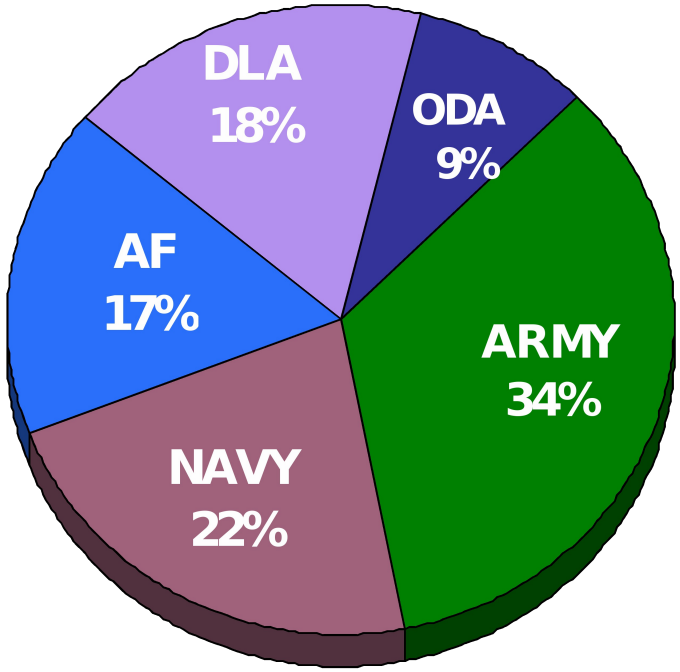
Element 5: Focus on Long-Term Business Developme VO/SDVOSB Program.

DOD Small Business Prime Contract Awards FY 04

Total Awards ($200.4B)

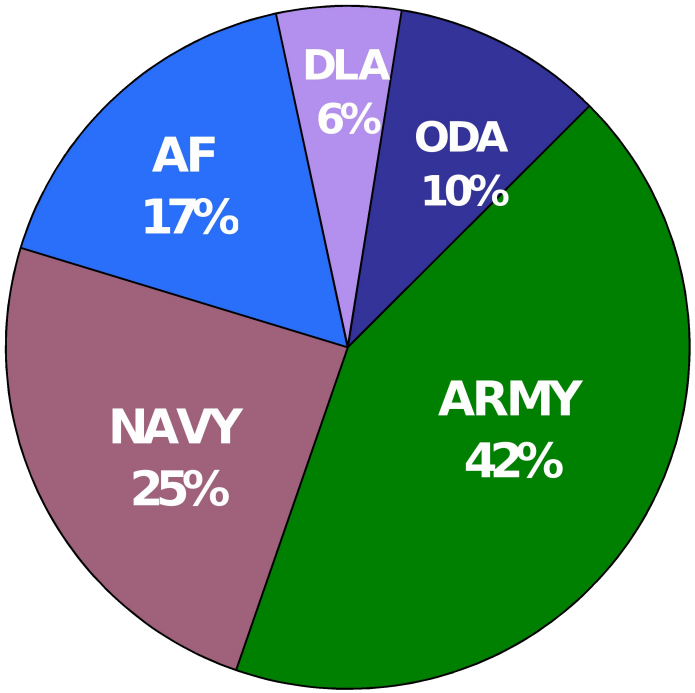


Small Business Awards ($44.8B)

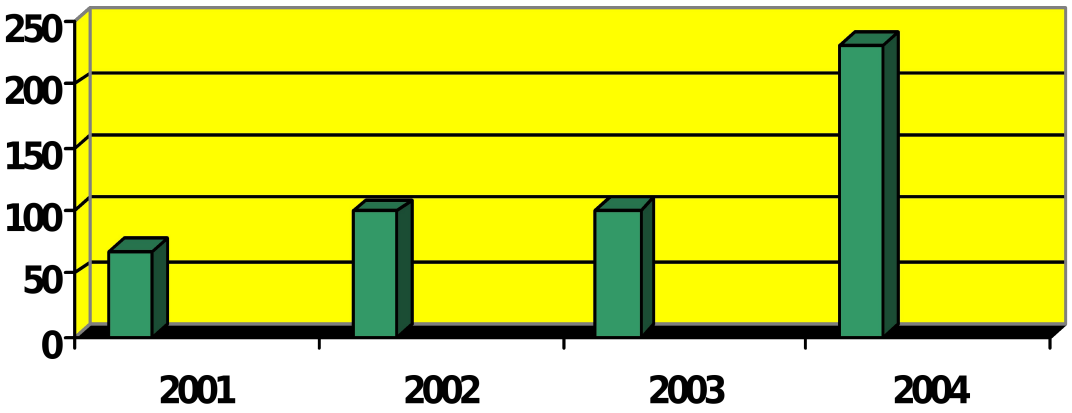


DoD Small Business Prime Contract Awards FY 04

SDVOSB Awards



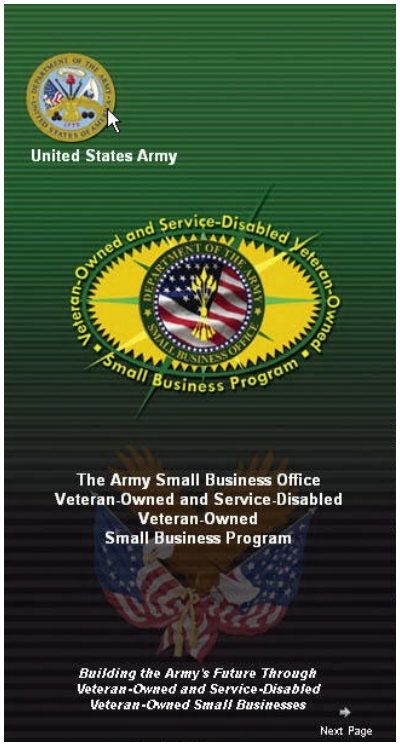
Statistics


250
200
150
100
50
0
2001
2002
2003
2004
2001 - 68M
2002 - 99M
2003 - 100M
2004 - 232M

SDVOSB Accomplishments

- Increase Dollars and Percentage
- 42% of DoD Dollars
- Website
- Strategic Plan
- First Mentor-Protégé Agreement
- Developed 108-183 Training
- VA Champion Award 0 → 14
- National Veterans Small Business Conference

OSADBU Outreach



SELLINGTOARMY Website

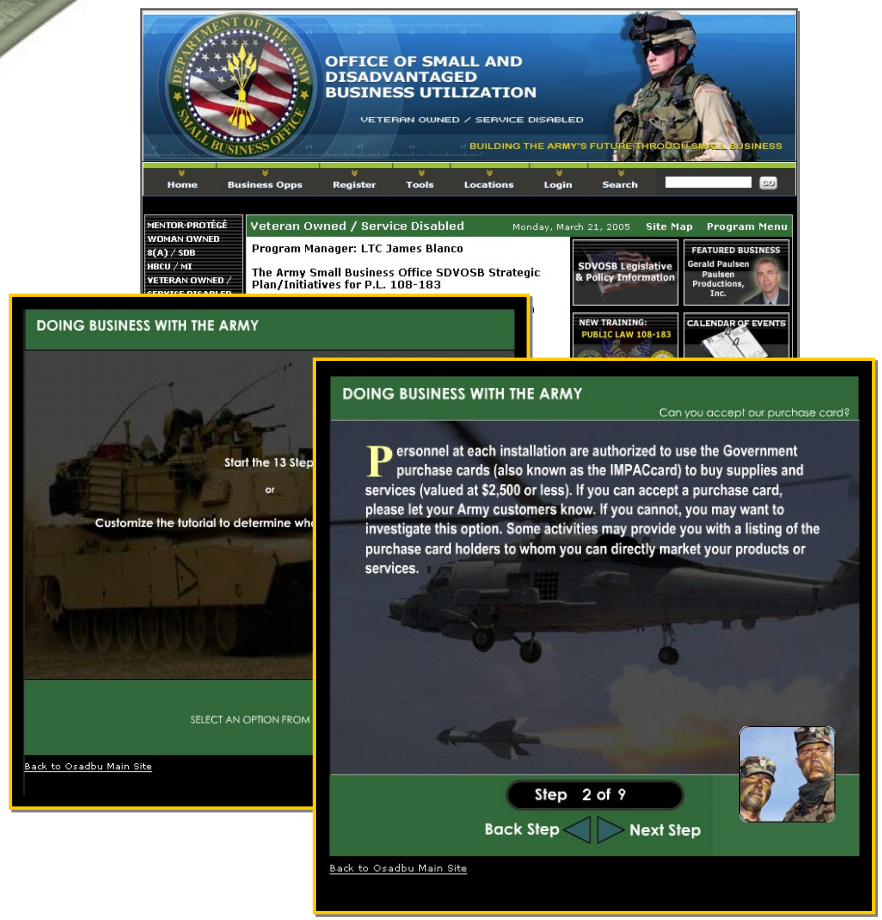
Single Portal For Army Small Business

- Small Business
- Acquisition

Professionals

- ADs and SADBUs

13 Steps to Doing Business with the Army


OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION
VETERAN OWNED / SERVICE DISABLED
BUILDING THE ARMY'S FUTURE THROUGH SMALL BUSINESS
Home
Business Opps
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Tools
Locations
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Veteran Owned / Service Disabled
Monday, March 21, 2005
Site Map
Program Menu
Program Manager: LTC James Blanco
The Army Small Business Office SDVOSB Strategic Plan/Initiatives for P.L. 108-183
SDVOSB Legislative & Policy Information
FEATURED BUSINESS
Gerald Paulsen Productions, Inc.
NEW TRAINING: PUBLIC LAW 108-183
CALENDAR OF EVENTS
DOING BUSINESS WITH THE ARMY
Start the 13 Step
or
Customize the tutorial to determine wh
SELECT AN OPTION FROM
Back to Osadbu Main Site
DOING BUSINESS WITH THE ARMY
Can you accept our purchase card?
Personnel at each installation are authorized to use the Government purchase cards (also known as the IMPACcard) to buy supplies and services (valued at $2,500 or less). If you can accept a purchase card, please let your Army customers know. If you cannot, you may want to investigate this option. Some activities may provide you with a listing of the purchase card holders to whom you can directly market your products or services.
Step 2 of 9
Back Step
Next Step
Back to Osadbu Main Site

- Flash Presentation
- 13 Sequential Steps
- Live Links
- Capability to Customize

FSC Search

Federal Supply Code (FSC) Search

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WOMAN OWNED
8(A) / SDB
HBCU / MI
VETERAN OWNED / SERVICE DISABLED
HUBZONE
SMALL BUSINESS
SUB CONTRACTING
Federal Supply Code Search
Search by any of the fields below | View Major Army Command Contacts
Welcome to the Federal Supply Code Search page. You can search for FSC codes by clicking the submit button after entering a keyword and/or selecting the appropriate values from the dropdown box. To view all the FSC Codes, just click on the submit button without entering any keyword.
Keyword
Contract Office
FSC Code
Service
Location
Amount
ALL
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Welcome to the Federal Supply Code Search page. You can search for FSC codes by clicking the submit button after entering a keyword and/or selecting the appropriate values from the dropdown box. To view all the FSC Codes, just click on the submit button without entering any keyword.
Keyword
Contract Office
ALL
FSC Code
1015 Guns, 75 mm through 125 mm
Service
Location
Amount
1015 Guns, 75 mm through 125 mm
1020 Guns, over 125 mm through 150 mm
1025 Guns, over 150 mm through 200 mm
1030 Guns, over 200 mm through 300 mm
1040 Chemical Weapons and Equipment
1045 Launchers, Torpedo and Depth Charge
1055 Launchers, Rocket and Pyrotechnic
1075 Degaussing and Mine Sweeping Equipment
1080 Camouflage and Deception Equipment
1090 Assy Intrcng Btwn Wpns In 2 or More Class
1095 Miscellaneous Weapons

- Detailed listing FSC
- Customized Search
- Sortable Results

Locations Search

Command Location Map

- Integrated graphical map and search function
- Multiple search criteria enabled
- Customizable search results

Websites

Army SADBU	http://www.sellingtoarmy.info
DOD SADBU	http://www.acq.osd.mil/sadbu
Centralized Contractor Registration (CCR)	http://www.ccr.gov
Federal Business Opportunities (Fed Biz Ops)	http://www.fedbizopps.gov
Small Business Administration (SBA)	http://www.sba.gov